



EPS060014
TELECOMMUNICATIONS CARRIER SERVICES

PRE-OFFER CONFERENCE
10/4/05



EPS060014
TELECOMMUNICATIONS CARRIER SERVICES

AGENDA

- INTRODUCTIONS
- S.P.I.R.I.T. OVERVIEW
- BACKGROUND
- SOLICITATION REVIEW
- QUESTIONS/ANSWERS
- ADJOURNMENT

AGENDA

- JAMES SCARBORO, ENTERPRISE PROCUREMENT



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INTRODUCTIONS

- JAMES SCARBORO, ENTERPRISE PROCUREMENT



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SPIRIT OVERVIEW

- GREG DWIGHT, ENTERPRISE PROCUREMENT



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BACKGROUND

- JAMES SCARBORO, ENTERPRISE PROCUREMENT
- SANDY CLANCY, TELECOM PROGRAM OFFICE



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SOLICITATION REVIEW

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Solicitation -----> **Proposal** -----> **Evaluation** -----> **Contract**

Solicitation Document





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Solicitation Documents



Solicitation
Instructions



Solicitation
Questionnaires



Contract
Terms & Conditions



Contract
Attachments



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Solicitation

-----> **Proposal**

-----> **Evaluation**

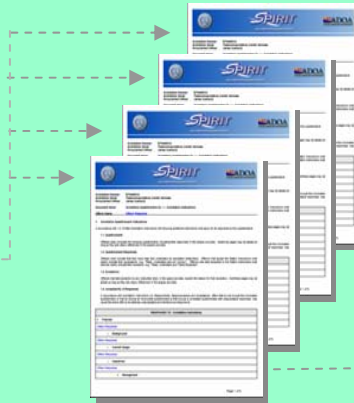
-----> **Contract**

Solicitation Documents



Solicitation Instructions

Function: Single Source of Instructions that Describe the Solicitation Process and its Rules



Solicitation Questionnaires

Function: Ask questions, capture responses, and instruct where to apply Contract language.



Contract Terms & Conditions

Function: Single Source of Contract Provisions referencing all Terms, Conditions & Requirements.



Contract Attachments

Function: Provide Operational Detail to the Contract's Requirements.



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Proposal Documents



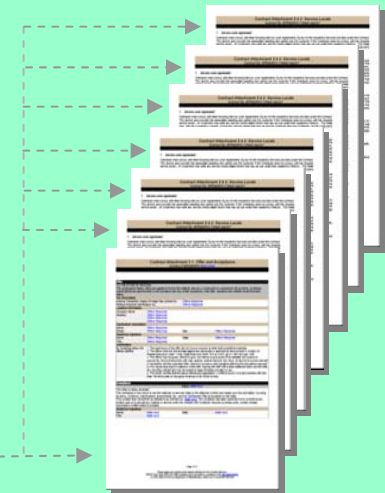
Solicitation Questionnaires

Action: Respond to all questions.



Contract Terms & Conditions

Action: Review all Terms & Conditions. Note exceptions in Questionnaire, provide any new/alt. lang.



Contract Attachments

Action: Review all Req.s. Note any exceptions in Questionnaire, provide all new/alt. lang.

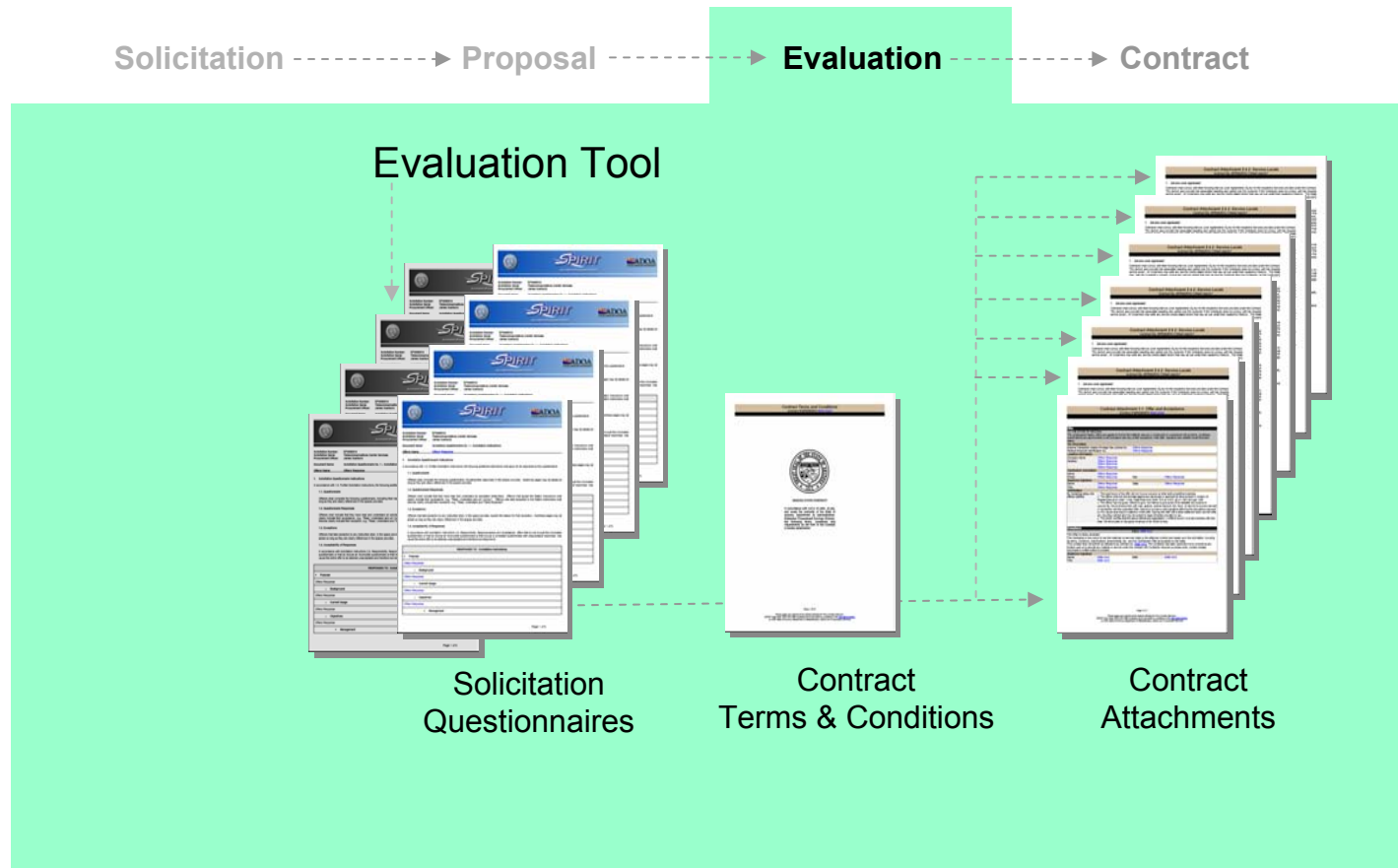


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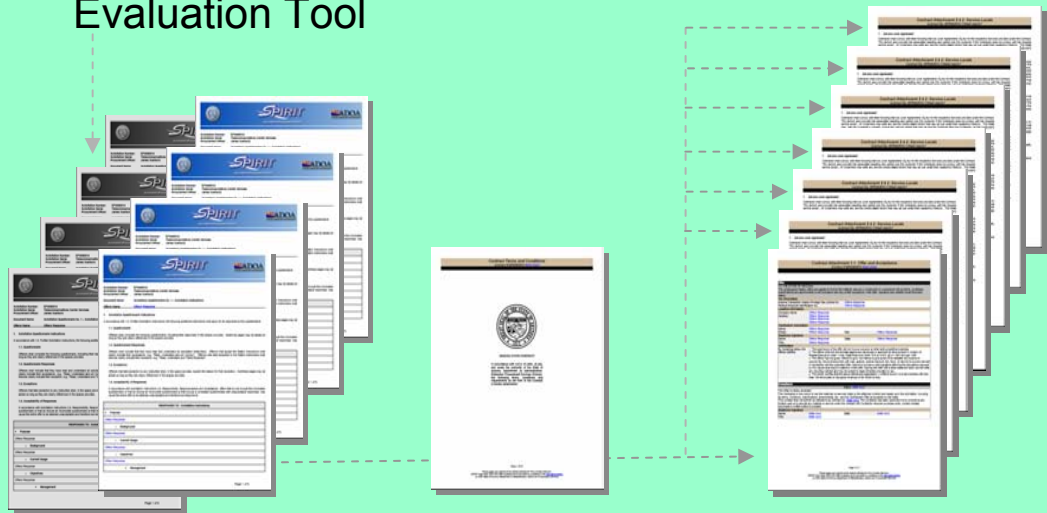
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Evaluation Tool



Solicitation Questionnaires

Evaluating: Responses to
all questions.

Contract Terms & Conditions

Evaluating: Compliance
with all Terms & Conditions.
Any exceptions and any
new/alt. lang.

Contract Attachments

Evaluating: Compliance
with all Req.s. Any
exceptions and all
new/alt. lang.



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Contract Award



Solicitation Questionnaires

Contract: Questionnaire responses become a part of the Contract as an Attachment.



Contract Terms, Conditions & Attachments

Contract: Terms, Conditions and all Attachments constitute the Contract.



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Contract Document



Contract
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Solicitation Process



Solicitation
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Contract
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QUESTIONS/ANSWERS

- JAMES SCARBORO, ENTERPRISE PROCUREMENT
- SANDY CLANCY, TELECOM PROGRAM OFFICE
- OTHERS AS NEEDED



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ADJOURNMENT

- JAMES SCARBORO
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